



An Overview of “Doing Business with the City of Saint Paul”

Presentation To:
Business Nation Dinner and a Dash
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Presentation Outline

- Doing Business with the City of Saint Paul (Readus Fletcher)
 - Opportunities with the City of Saint Paul
 - Opportunities with the Housing and Redevelopment Authority (HRA)
 - MBDR
 - First-Stop Shop www.stpaul.gov/business

- Overview of Office of Financial Services (Susan Feuerherm)
 - Contract Analysis & Services
 - Central Certification Program
 - Vendor Outreach




Opportunities with the City of Saint Paul

- City business opportunities are open to the public.
- City business opportunities are in conformance with all state and local laws (i.e. meet requirements of the offering and low bid).
- Goals have been established for small, minority and women-owned businesses.



Opportunities with the Housing and Redevelopment Authority (HRA)

- The HRA is the housing and economic development agency of the City.
- The HRA finances residential, commercial and manufacturing development projects.
- The HRA partners with developers and general contractors through negotiated agreements to complete various projects.
- Business opportunities are generated through the negotiated agreements.
- Goals have been established for small, minority and women-owned businesses.



Minority Business and Development Retention (MBDR)

- MBDR functions as an arm in the Department of Planning and Economic Development
- The goal of MBDR is to increase minority and female participation in business opportunities generated by the Department of Planning and Economic Development's Housing and Economic Development activities.
- MBDR attempts to connect minorities, females and people with disabilities to employment opportunities generated by our economic and housing development projects.
- MBDR builds the capacity of minority and female businesses in a variety of ways including working with community partners such as CDCs, University of Minnesota and local banks.



City of Saint Paul Homepage

www.stpaul.gov



City of Saint Paul First-Stop Shop

- www.stpaul.gov/business/
- Website provides the Who, What and How to do business with the City.
- Links
 - Licensing/Permits/Zoning
 - Financing/Technical Assistance
 - Compliance
 - Central Certification Program
 - Minority, Women and Small Business Resources
 - City Contracts
 - Property Information
 - Business FAQ
 - Useful Links
 - Business Associations



Office of Financial Services

<http://www.ci.stpaul.mn.us/depts/ofs/>



Contract & Analysis Services

- www.stpaul.gov/sprccontracts/public/sprcweb/
- Provides buying, contracting, and surplus disposal services to the City of Saint Paul, Ramsey County and the Saint Paul Regional Water Utility.



City of Saint Paul Purchasing in 2005

- **Full list available on the web**
 - <http://www.stpaul.gov/sprccontracts/public/sprcweb/info/index.html>
- **Top Five Commodities**
 - Street Paving, Resurfacing (\$22.6 mil)
 - Bldg Const – Non Residential (\$20.8 mil)
 - Sewer Projects (\$6.5 mil)
 - Fire Trucks (\$1.9 mil)
 - Park Area Construction (\$1.8 mil)



City of Saint Paul Purchasing in 2005

- **Limited opportunities for direct contracts**
 - Furniture Office & Misc (\$374k)
 - Computer Software Consulting (\$66k)
 - Telecommunications (\$48k)
 - Landscape Services (\$33k)
 - Janitorial Services (\$12k)



Central Certification Program

- <http://www.govcontracts.org/>
- City of Saint Paul, Ramsey County, Hennepin County and the City of Minneapolis are all committed to helping small businesses grow and thrive in the local marketplace.
- Each has adopted its own Program to assist such businesses, including those owned and operated by women and minorities.
- In 1998, the four jurisdictions, began working together to establish a central system for certifying businesses that wished to participate in the various programs--the CERT Program.
- The CERT Program continues to provide a "one-stop-shop" where businesses can file one set of paperwork to become certified for all four jurisdictions.



Saint Paul Vendor Outreach Program

- <http://www.stpaul.gov/sprcontracts/public/sprcweb/vop/index.html>
- The City of Saint Paul administers a business assistance program aimed at helping women owned, minority-owned, and small businesses (WBE, MBE, SBE).
- Under the program the City establishes annual goals for purchasing from WBEs, MBEs and SBEs in the following areas:
 - Goods, supplies and materials
 - Labor services
 - Professional services
 - Construction projects (individual project goals)
 - Development projects, including Housing 5000



Saint Paul Vendor Outreach Program

- **Program Eligibility/Certification**

- To be eligible for the Program, businesses must demonstrate that they are owned and controlled by women and/or minorities or meet certain revenue guidelines.
- Once certification documents have been approved, businesses are certified for all participating jurisdictions.

- **Contact:**

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Saint Paul Vendor Outreach Program Detail Report for 2005

VOP Summary by Spending Category

	City Spending	VOP \$ Awarded	VOP %
Construction	\$64,451,602	\$13,161,869	20.42 %
Goods	\$14,107,863	\$35,326	0.25%
Professional Svcs	\$14,162,664	\$1,785,169	12.60 %
Other Services	\$1,767,350	\$36,306	2.05%
Master Contracts	\$71,783,039	\$1,294,750	5.94%
Total	\$116,272,518	\$16,313,420	14.03 %



Questions or Comments?

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